

Message Text

PAGE 01 STATE 244841

14

ORIGIN NEA-12

INFO OCT-01 ISO-00 EB-11 AID-20 L-03 AGR-20 SIL-01 LAB-06

OMB-01 TRSE-00 IGA-02 CIAE-00 INR-10 NSAE-00 RSC-01

SS-20 NSC-10 SPC-03 DRC-01 /122 R

DRAFTED BY NEA/RA:SDSCHIFF:AMP

APPROVED BY NEA/RA - S ANLEY D. SCHIFF

EB/CBA:DSEARBY

NEA/ARP:BWRAMPELMEIER

NEA/TUR:BHIRSHORN

NEA/GRK:GCHURCHILL

NEA/CYP:TBOYATT

AID/TAB:JTOBLER

AID/GC:SWSTEIN

AID/TUR:CBUCK AA/TA/PM:DGMATHIASSEN

----- 010310

R 142058Z DEC 73

FM SECSTATE WASHDC

TO AMEMBASSY ANKARA

AMEMBASSY ATHENS

AMEMBASSY BEIRUT

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY NICOSIA

UNCLAS STATE 244841

E.O. 11652: N/A

TAGS: ETRD, XF

SUBJECT: PROMOTING TECHNICAL SERVICES IN THE MIDDLE EAST

1. THIS MESSAGE WAS PREPARED SOME TIME AGO. ITS TRANSMISSION WAS DEFERRED DUE TO THE OUTBREAK OF HOSTILITIES IN THE MIDDLE EAST.

2. THE DEPARTMENT AND AID HAVE AGREED ON A PROGRAM DESIGNED TO INTENSIFY OUR EFFORTS AT STEPPING UP THE SALE OF US TECHNICAL SERVICES TO COUNTRIES WHICH DO NOT HAVE AID PROGRAMS BUT WHICH ARE INTERESTED IN OBTAINING ACCESS TO US TECHNICAL SKILLS.

PAGE 02 STATE 244841

NICAL SERVICES TO COUNTRIES WHICH DO NOT HAVE AID PROGRAMS BUT WHICH ARE INTERESTED IN OBTAINING ACCESS TO US TECHNICAL SKILLS.

3. PRIOR TO HIS RESIGNATION, DR. HANNAH PROPOSED TO STEP UP AID'S ACTIVITIES OUT OF WASHINGTON AND DEPUTY SECRETARY RUSH AGREED. AID PLANS ON THE FOLLOWING TYPES OF ACTIVITIES:

(A) DIRECT FIELDING OF TEAMS OF SENIOR PROFESSIONALS TO ADDRESS SPECIFIC DEVELOPMENT PROBLEMS WITH A VIEW TO OUTLINING REQUIREMENTS FOR REIMBURSABLE TECHNICAL SERVICES;

(B) MORE GENEROUS SUPPORT TO INTERMEDIARY ORGANIZATIONS THAT CAN SUPPLY REIMBURSABLE TALENT; (THE INTERNATIONAL EXECUTIVE SERVICE CORPS WILL BE ENCOURAGED TO CONDUCT A GREATER SHARE OF ITS PROGRAM IN THIS AREA.);

(C) MORE FREQUENT FIELD VISITS AND TDY ASSIGNMENTS WHERE REQUIRED IN ORDER TO EXCHANGE IDEAS AND ESTABLISH CLOSER TECHNICAL RELATIONSHIPS IN AREAS WHERE THE DEMAND FOR US SERVICES ARE MOST LIKELY TO DEVELOP; (WE ARE PLANNING TO PRESENT SOON TO SAUDI ARABIA A PROPOSAL FOR A POSSIBLE UMBRELLA AGREEMENT WHICH WOULD SERVE TO FACILITATE THE PROCUREMENT OF US TECHNICAL SERVICES.);

(D) REVIEWING, AFTER A SUITABLE PERIOD OF EXPERIENCE, THE DESIRABILITY OF ESTABLISHING DIRECT COUNTRY ASSIGNMENT OF INDIVIDUALS WHERE THE DEMAND FOR SUCH POSITIONS HAS BEEN DEMONSTRATED. (THE PROPOSED AGREEMENT WITH SAUDI ARABIA INCLUDES PROVISION FOR A PERMANENT AID OFFICE IN RIYADH TO PROMOTE AND PROCESS REQUESTS FOR REIMBURSABLE TECHNICAL SERVICES AND TO GIVE ADMINISTRATIVE BACKSTOPPING TO TECHNICIANS ASSIGNED TO SAUDI ARABIA.)

4. AID HAS FOR SOME YEARS HAD A REIMBURSABLE TECHNICAL SERVICES PROGRAM. IT PROVIDED A FACILITATIVE SERVICE - I.E., LOCATING TECHNICIANS AND WORKING OUT ARRANGEMENTS FOR THEIR EMPLOYMENT - IN RESPONSE TO REQUESTS FROM FOREIGN GOVERNMENTS. THE ESSENTIAL DIFFERENCE BETWEEN THAT PROGRAM AND THE ACTIVITIES DESCRIBED ABOVE IS THAT AID'S ROLE WILL

UNCLASSIFIED

PAGE 03 STATE 244841

NOW BE A MUCH MORE ACTIVE (RATHER THAN REACTIVE) ONE. BUT THE SUCCESS OF THE PROGRAM WILL STILL DEPEND HEAVILY ON THE ABILITY OF POSTS TO IDENTIFY GENERAL OR SPECIFIC INTERESTS ON THE PART OF GOVERNMENTS AND PRIVATE BUSINESS IN OBTAINING US TECHNICAL EXPERTISE. IT IS OUR HOPE, OF COURSE, THAT THE SALE OF TECHNICAL SERVICES WILL ULTIMATELY CREATE ADDITIONAL DEMAND FOR US GOODS.

5. AID IS ALSO INTERESTED IN WORKING WITH COUNTRIES IN WHICH THERE HAVE BEEN AID PROGRAMS BUT WHERE THEY ARE BEING PHASED OUT. SPECIFICALLY, WE WANT TO TAKE WHATEVER STEPS ARE NECESSARY DURING THE TRANSITION PERIOD IN ORDER TO PRESERVE RELATIONSHIPS BUILT UP DURING THE AID PERIOD.

6. AID ACTIVITIES:

(A) WITH RESPECT TO 3(A) ABOVE, EXAMPLE OF WHAT AID HAS DONE IS TEAM WHICH VISITED IRAN. IN NOVEMBER 1971, THE ADMINISTRATOR OF AID REQUESTED A TEAM TO PREPARE A REPORT ON THE OPPORTUNITIES AND POLICY IMPLICATIONS OF TECHNICAL COOPERATION WITH IRAN. THE TEAM WENT TO IRAN IN JANUARY 1972, AND ITS REPORT WAS ISSUED BY AID IN APRIL 1972. THE REPORT MADE EXTENSIVE RECOMMENDATIONS FOR US TECHNICAL COOPERATION WITH IRAN.

(B) FIRST PRIORITY WAS GIVEN TO AGRICULTURE. IN JULY

1972, A US LIVESTOCK EXPERT WAS SENT TO IRAN UNDER CONTRACT TO THE GOI TO PREPARE A REPORT MAKING SPECIFIC RECOMMENDATIONS TO THE GOI. A MEMORANDUM OF UNDERSTANDING WAS SIGNED IN TEHRAN IN MARCH 1973, AND THE GOI IS NOW PAYING FOR THE SERVICES OF SEVERAL US LIVESTOCK EXPERTS ASSIGNED TO THE MINISTER OF AGRICULTURE. THE AGREEMENT IS FOR TWO YEARS AND MAY BE RENEWED. THIS EFFORT IS DESIGNED TO COVER THE FULL SPECTRUM OF PROTEIN PRODUCTION AND DISTRIBUTION. WE BELIEVE THERE MAY BE A SUBSTANTIAL FOLLOW-ON TRADE POTENTIAL FROM THIS ACTIVITY. AS ANOTHER EXAMPLE, THE GOI HAS AGREED TO PAY FOR THE SERVICES OF A US LABOR EXPERT FROM O/LAB, WHO WILL MAKE TDY VISITS TO IRAN. NOW BEING CONSIDERED IS A POSSIBLE PROPOSAL TO THE GOI TO SEND AND EXPERT TO DO AN INITIAL STUDY OF THE NEED FOR A TEAM

UNCLASSIFIED

PAGE 04 STATE 244841

OF US GEOLOGICAL SURVEY EXPERTS, WHOSE EXPENSES WILL BE BORNE BY THE GOI.

(ALL IN ALL, AID HAS BEEN INVOLVED IN THE FIELDING OF SOME 100 EXPERTS WORLDWIDE ON A REIMBURSED BASIS IN THE PAST YEAR.)

7. MAKING US SALARIES COMPETITIVE:

(A) ONE OF THE OBSTACLES TO GREATER UTILIZATION OF AMERICAN TECHNICIANS HAS BEEN THEIR HIGH COST RELATIVE TO TECHNICIANS FROM OTHER COUNTRIES. RECENT INTERNATIONAL CURRENCY REALIGNMENTS SHOULD HELP IMPROVE OUR POSITION.

(B) IN ADDITION, AN APPROACH WHICH WE PROPOSE BE INCORPORATED IN THE UMBRELLA AGREEMENT PROPOSAL TO SAUDI ARABIA, WOULD INVOLVE ESTABLISHMENT BY THE RECIPIENT COUNTRY OF A REVOLVING FUND ADMINISTERED BY AID OUT OF WHICH REIMBURSEMENTS FOR TECHNICAL SERVICES WOULD BE PAID. ESTABLISHMENT OF SUCH A FUND, REPLENISHED ON EITHER AN ANNUAL BASIS OR WHEN NEED REQUIRES, WOULD PERMIT INDIVIDUAL MINISTRIES TO OBTAIN THE SERVICES OF AMERICAN TECHNICIANS

WITHOUT REQUESTING FROM MINISTRY OF FINANCE SPECIFIC APPROPRIATION FOR EACH ADVISORY SERVICE PROJECT IMPLEMENTED UNDER THIS AGREEMENT.

(C) BOTH AID AND THE DEPARTMENT HAD SOUGHT TO GET A DOLS 2 MILLION AUTHORIZATION FROM THE CONGRESS WHICH WOULD HAVE ENABLED US TO QUOTE TOP OFF END QUOTE SALARIES AND MAKE THEM COMPETITIVE WITH OTHER COUNTRIES. THE HOUSE ACCEPTED AN AMENDMENT TO THE FOREIGN ASSISTANCE ACT CONTAINING SUCH AN AUTHORIZATION, BUT IT DID NOT SURVIVE IN CONFERENCE.

8. ACTION REQUESTED:

(A) ANKARA, NICOSIA, ATHENS: AID IS PREPARED SEND ONE OF ITS OFFICIALS TO ELABORATE ON FOREGOING AND TO DISCUSS INFORMALLY WITH EMBASSY AND/OR HOST GOVERNMENT OFFICIALS POSSIBILITIES FOR INCREASING ACCESS TO US TECHNICAL SERVICES. IF DISCUSSION WITH HOST COUNTRY OFFICIALS WOULD UNCLASSIFIED

PAGE 05 STATE 244841

BE PREMATURE AT THIS TIME, WHICH WE BELIEVE TO BE THE CASE IN TURKEY, MISSIONS MAY STILL FIND DISCUSSIONS SOLELY ON US SIDE USEFUL IN PLANNING FUTURE COURSE OF ACTION. PLEASE ADVISE.

(B) KUWAIT: REQUEST YOUR VIEW AS TO WHETHER VISIT BY AID OFFICIAL ALONG FOREGOING LINES IN NEAR FUTURE TO YOUR AREA OF RESPONSIBILITY, PARTICULARLY THOSE NOT COVERED PREVIOUSLY BY TOBLER VISIT, WOULD BE DESIRABLE.

(C) ALL POSTS: WOULD APPRECIATE YOUR ADVISING US ON PROSPECTIVE SPECIFIC OR GENERAL AREAS IN WHICH GOVERNMENTS AND PRIVATE INDUSTRY YOUR COUNTRY MIGHT BE INTERESTED IN OBTAINING US TECHNICAL SERVICES. RUSH

UNCLASSIFIED

<< END OF DOCUMENT >>

Message Attributes

Automatic Decaptioning: X
Capture Date: 10 MAY 1999
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: TECHNICAL ASSISTANCE, POLICIES, CENTRAL GOVERNMENT
Control Number: n/a
Copy: SINGLE
Draft Date: 14 DEC 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973STATE244841
Document Source: ADS
Document Unique ID: 00
Drafter: NEA/RA:SDSCHIFF:AMP
Enclosure: n/a
Executive Order: N/A
Errors: n/a
Film Number: n/a
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19731257/abqcekgt.tel
Line Count: 202
Locator: TEXT ON-LINE
Office: ORIGIN NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: willialc
Review Comment: n/a
Review Content Flags:
Review Date: 13 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13-Sep-2001 by thomasv0>; APPROVED <31-Jan-2002 by willialc>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: PROMOTING TECHNICAL SERVICES IN THE MIDDLE EAST
TAGS: ETRD, XF
To: ANKARA
ATHENS
BEIRUT
JIDDA
KUWAIT
NICOSIA
Type: TE

Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005